

## ENTJ

Extravert, Intuitive, Thinking, Judging

ENTJs represent approximately 5% of the American population.

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### Potential Strengths

ENTJs are friendly, energetic people who like to be in charge and make things happen. They are strong-willed decision makers who are good at seeing the logical consequences of their choices. They tend to be organized and logical in their approach to all situations, readily seeing and correcting flaws in organizations and systems. ENTJs love challenges and face problems head-on. They strive to be competent in all they do and enjoy learning new things and adding to their impressive store of knowledge.

Good leaders and communicators, ENTJs command respect from those around them and are able to express their long-range vision to others. They value honesty, so they are truthful and direct. ENTJs often know a lot of people and enjoy making connections between unrelated parties to bring about change and improvement in their communities.

### Potential Weaknesses

Given their strong and authoritative style, ENTJs can easily overrun others and take charge of situations that are not theirs to direct. They can be harsh and blunt in their criticism. They sometimes don't listen, or finish other people's sentences when they erroneously assume they know what was going to be said. ENTJs run the risk of being all-business and not spending adequate time and energy on their personal lives.

In their eagerness to move ahead with new challenges, ENTJs sometimes make decisions too quickly, especially missing important practical information or considering how their decisions may affect other people. While they pride themselves on their ability and intellect, ENTJs sometimes do not invite the input or suggestions of other people and can unknowingly communicate a superior attitude that may offend others.

### As an ENTJ, I am good at . . .

- Working towards a goal and marshalling available resources
- Grappling with complex problems and seeing possible solutions
- Making tough and logical decisions
- Being productive and organized in my work
- Looking beyond what is already known
- Long-range planning, considering many, unrelated variables

### I need to watch my tendency to . . .

- Consider only creative or unusual approaches to problems
- Be critical and demanding with others
- Forget to appreciate others or express encouragement
- Lose sight of the personal side of my life while chasing my ambitions
- Not think things through in enough depth to see all sides

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### What I need in a career for it to be satisfying

1. The opportunity to be a leader while interacting with a variety of people, on a variety of projects through the day
2. A competitive and challenging environment where advancements are available and promotions given on the basis of demonstrated merit and competence
3. Work that lets me solve complex problems in creative yet logical ways, working with other people I respect
4. The opportunity to do long-range planning and develop strategies that will perfect or improve the efficiency of systems
5. An environment where I am respected for my contributions of ideas and actions, and where I am evaluated and compensated in a fair and consistent manner

### Careers to consider

Senior Manager	Economic Analyst	Executive
Office Manager	Mortgage Broker	Sales Manager
Administrator	Credit Investigator	Stock Broker
Personnel Manager	Business Consultant	Program Designer
Marketing Manager	Management Consultant	Management Trainer
Investment Broker	Educational Consultant	Attorney
Personal Financial Planner	Labor Relations	Judge
Teacher: science/social studies	Chemical Engineer	Psychologist
Employment Development Worker		

### Recommendations for the job search

1. **Using my strengths, I excel when I:**
  - Plan and implement a creative and well-organized job search plan
  - Look beyond what is already known and predict future needs and trends
  - Use my extensive network of contacts to meet new people
  - Become an expert about my chosen field or a potential employer's business
  - Impress interviewers with my confidence and competence
  - Approach problems or impasses in creative ways
2. **Avoiding my weaknesses, I need to:**
  - Be sure to listen fully to what others are saying before responding
  - Ask plenty of questions rather than assuming I know what a job is like
  - Be patient with the details and repetition of the job search
  - Postpone making decisions until I am sure of all the facts

Take the time to establish rapport with others and thank them for their assistance